



**Sole Source Criteria and Required Documentation**  
**Vendor Letter**

1. The product or services being purchased must perform a function for which no other product or source of services exist – what is the unique functionality of this product?

Warranty Tracker is the only software application available from any supplier that is designed to help hospitals submit, track and apply warranty credits for warranty-carrying implantable devices such as pacemakers, defibrillators, leads, neuro-stimulators and others. Warranty Tracker utilizes exclusive integration partnerships with manufactures such as Medtronic, Boston Scientific, Abbot/St. Jude, Biotronik and others to automate the warranty claims process.

2. What are the specific business objectives that can be met only through the unique product or services – why does UMMC need the specific unique functionality?

Warranty Tracker meets two significant business objectives:

1. The solution performs a vital role in meeting OIG compliance around the correct processing of warranty credit payments back to Medicare. The specific issue of warranty credits is listed in the 2017 and 2018 OIG work plan. Over 80 hospitals have been audited to date, resulting in millions of dollars in financial findings. CMS believes they are owed over \$1.5 billion due to hospitals not having an efficient solution in place.
  2. The solution also results in additional revenues to hospitals. These funds are tied to warranty credits under 50% of the cost of the replacement device, which CMS allows hospitals to keep. Also, credits from non-Medicare funded procedures can also be retained. Warranty Tracker automates the process of identifying credits that can be retained by the hospital.
3. The product or services must be available only from the manufacturer and NOT through resellers who could submit competitive pricing for the product or services – does the vendor allow resellers/can anyone else give a quote for this item?

Warranty Tracker is only available directly through Champion Healthcare Technologies.